

Miami! 2020



TRUMP National Doral Miami

4400 NW 87th St – Miami, FL 33178

August 16-19

Member Schedule begins Saturday August 15

Registration Now Open!

Visit: www.aiwdgroup.net and click on the **CONVENTION BANNER**

Registration Info

Categories	Fees
Member/Vendor Full Registration	\$575 pp
Guest/Spouse	\$375 pp

Full Registration: For all registrants participating in all convention functions. Includes convention totes and binders, three breakfasts, three lunches, all breaks and receptions. Full registrants may also register to participate in **the golf tournament on Sunday morning, August 16** and are encouraged to enjoy the planned off-site tours and activities.

Guest Registration: For Spouses and Guests of full registrants do not attend the daily business meetings and trade show but are encouraged to participate in all of our group tours and are invited to attend all receptions. PLEASE NOTE: **Guests do not** join the group for breakfast or lunch Monday and Tuesday but are welcomed to join you for lunch on Wednesday August 19. We ask that all members inviting a spouse or guest to share this booklet with them so that they will have full knowledge of the guest tours in order to register for them in advance.

IMPORTANT NOTES

- Do not list your own email and phone number under your guest's registration.
- Do not select a tour or activity on behalf of your spouse/guest during your own registration, as your name will then be listed on the passenger manifest and creates unnecessary confusion. Accurate contact information for all tour participants is critical. You will be able to select tours for your guest during their registration.
- Do not register a company team member as a "Guest." There will be one main registrant for each company (distributor or vendor). All other full registrants are considered "Team Members."

REFUND POLICY

	Deadline	Amount
Vendor Booth	August 1	Full Refund
Registration	August 1	Full, less \$20 registration fee
Golf Tournament	August 7	Full Refund
Guest Tours	August 7	Full Refund

Hotel

Trump National Doral Miami



AIWD Room Block Rates	
Standard King	\$219.00
Standard Queen Double	\$219.00
Suite Upgrade starting at:	\$382.00



HOTEL FEATURES

We are proud to host our 20th annual convention at one of the most beautiful properties in the country! True to the Trump brand and beautifully decorated by Ivanka Trump herself, this 800-acre jewel of the Miami coastline features prestigious villa-style accommodations with patios and balconies with views of the golf course. Each room is beautifully decorated in neutrals and gold-leaf using classic Spanish revival details. Relax by the Royal Palm Pool in one of its 18 private cabanas, play a round of tennis or treat yourself to the luxurious Trump Spa.

NOTE: When booking your hotel reservation, do not call the hotel directly. Use only the reservation link inside the registration website.



GOLF at Trump National Doral

A round of golf at a Trump course is an experience like no other. With four championship courses to choose from, planning which one would host our 8th Annual Tournament was a no-brainer!

The world-famous **Blue Monster** course has hosted the PGA TOUR for 55 consecutive years and is on every serious golfer's bucket list. Players can experience a state-of-the-art Musco LED lighting system that enables you to practice late into the evening (to get yourself ready for that challenging 18th hole!) and the 7,000 sq ft pro shop is the largest in the world. **You must arrive in Miami by Saturday August 15 to play in the tournament on Sunday morning, August 16**, but you'll also want to have enough time to visit the **True Spec** Golf fitting lab and the world-famous **Rick Smith Golf Performance Center** while you're here. Using amazing robotic technology, you will be able to take the actual swing of one of golf's greatest players. If you've ever wondered what it feels like to take the same swing as Tiger Woods or Jack Nicklaus, don't leave the Trump Doral without seizing an opportunity to find out!



Getting Down to Business

PRIMARY VENDOR CATEGORIES DUE FOR VOTE

3-Yr Term: Sep 1, 2020 – June 30, 2023

CATEGORY	INCUMBENT
Filler Metals	Inweld Group
Cylinders	Norris Cylinder
Bulk/Cryo Storage	Chart Industries
Wholesale	ORS Nasco

PRIMARY VENDOR

Current Primary Vendors that wish to be reconsidered for another 3-year term, or Approved Vendors that wish to become Primary for their category, will make a 10-minute presentation to the membership on the morning of **Monday, August 17**. Primary Voting Ballots will be collected by the staff throughout the day on Tuesday August 18. Ballots not turned in by 5pm Tuesday will not be counted. Winners will be announced Wednesday morning during final member session. **Only Members in attendance are allowed to cast a vote for Primary Vendor.** We will post a list of all vendors competing for this position on the member portal of our website.

BREAKOUT SESSIONS

There will be a total of 21 time blocks available for vendors that wish to host a private breakout session, which takes place **Tuesday August 18** between 1:00p – 4:00p. Our vendors make a substantial financial contribution to the AIWD in order to participate in these presentations. We ask all members respect the cost and efforts they take to participate in our convention and will plan to participate.

POTENTIAL VENDORS

Potential Vendors intending to present to the AIWD membership and compete for Approved Vendor status will make their 10-minute presentation to the membership on the morning of **Monday August 17**. Ballots may be completed and turned in to one of our uniformed staffers by noon Wednesday May 6. Results of the Potential Vendor Vote will be announced approximately one week after close of convention.

BOARD MEMBERS VOTE

The membership wishes to thank 2019-20 President, Tommy Gay of 4G Welding & Service (Tahlequah, OK) for his 3 years of service representing the Southwest Region. The 2019-2020 year was a year of many changes, which Tommy led with tremendous integrity and leadership. Tommy will announce the candidates for his replacement for the Southwest region, which the membership will vote on, and North Regional Board Member, Jason Stonesifer of C&O Distributors (Westminster, MD) will rotate in to serve as President for his 3rd year. Voting Ballots for board members will be collected **Tuesday August 18** and announced at the Wednesday morning final member group session.

VENDORS OF THE YEAR

We will be sending all AIWD members (present or not) a ballot via email prior to the convention to complete and return to us for Vendors of the Year. You will be asked to cast two votes, one for Primary Vendor and one for Approved. Ballots will be counted prior to convention and the winner will be announced at our Grand Reception, Tuesday August 18.

BACK BY POPULAR DEMAND: MEMBER-VENDOR SPEED “NETWORKING”

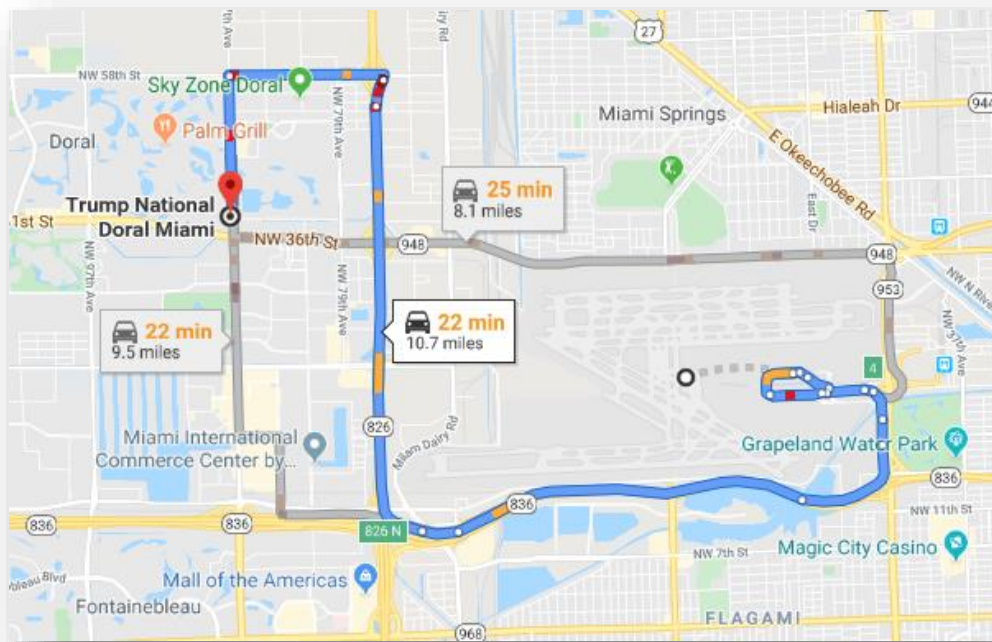
The member-vendor “Speed Dating” event at the 2019 convention was so successful, we’re bringing it back again...but this year, it has a brand-new name! Our “Speed Networking” event is a series of 15-minute meetings between vendors and **potential NEW customers**. This activity will take place **Monday August 17** immediately after lunch, and your traditional contact booth day will take place on Tuesday morning. Hats off to all members that suggested this schedule after the Austin show. We agree it is a fantastic way to get the most bang out of the activity! Your AIWD Event staff will schedule your appointments for you this year and provide you with your meeting schedules in advance of the show.

Transportation

Miami has two major airports. We recommend, if possible, that you book your flight into **Miami International (MIA)**, as it is the closest one to our property (see below). We are currently in negotiations with a local transportation company in an effort to provide our attendees with transportation from/to this airport during our peak travel days:

Arrivals: Saturday 8/15 thru Sunday 8/16
Returns: Wednesday 8/19 thru 8/20

If and when an agreement is confirmed, we will notify all attendees of this option. Please continue to check the convention website for updates.



Average Temps for Miami during convention week:

High 91° / Low 79°

Sunny – Potential for rain: Low